

EXECUTIVE APPROVAL FORM

CUSTOMER NAME: NYC MTA – Metro North Railroad

SECTION I - Approval Requests:

HQAPP Requests:

1. 75% discount on license. Anticipate bidding at 67% discount, with additional points available for anticipated BAFO.
2. Extend all approvals contained herein through 5/31/03
3. Provide license quotes to 3 Oracle partners submitting proposals.

KFAPPS Requests:

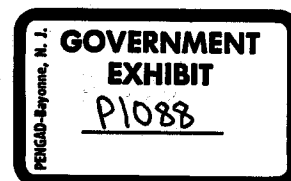
1. Waive requirement to include 9% education credits on license quote. Oracle University is proposing a comprehensive training plan as part of our proposal to MNR
2. Price Hold for up to two years for all products on Order Form

OTHER Requests:

1. Approval to propose Oracle Time and Labor (controlled Release). CLIVE SWAN is designated approver per Approval Matrix

SECTION II – Deal Summary:

Deal Summary	
Programs	DB, iAS, iDS, Discoverer, Financials, Sourcing, Order Management, Purchasing, iProcurement, iSupplier Portal, Projects, Human Resources, Payroll, Self Service HR, Time & labor, Apps Read-Only.
License Discount	75% (ebiz + 50%)
Support Discount	75% (ebiz + 50%)
Support Options/Holds	N/A
Price Holds	24 Months from Date of Order for products on order form
List License	\$2,641,700
List Support	\$581,174
Net License	\$660,426 (worst case)
Net Support	\$145,294
Net Total Price	\$805,720
Price List Used	NY State Contract



Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	New York State Contract

SECTION III - Justification: January 6, 2003

Oracle is responding to an RFP from the Metro North Railroad (MNR) for integrated financial system and HRMS. This procurement will be extremely competitive, with proposals expected from PeopleSoft, Lawson, and SAP/BearingPoint. Oracle has done extensive pre-sales work in this account and responded to MNR's RFI in July 2002. MNR is one of five agencies within the NYC Metropolitan Transit Authority (Long Island Railroad, Bridges & Tunnels, Long Island Bus, and the Transit Authority). MNR is the first of these agencies to seek to modernize its financial, procurement and HRMS systems with web-based COTS solutions. Winning this procurement will give Oracle significant advantage in obtaining similar projects at the other 4 agencies within the MTA. The MNR is a current Oracle DB customer and has specified the Oracle platform for this architecture.

Oracle's primary proposal is with Oracle Consulting providing implementation services as requested in the RFP. However, as many as 3 additional Oracle implementation partners may submit proposals incorporating Oracle Licenses. Oracle will provide license quotes to these partners for similar product configurations at a discount level not to exceed the discount being offered in Oracle's primary proposal.

Although it is expected that the MNR will complete the process and make an award decision sometime in our fiscal Q4, it is unclear whether the contract negotiation process will be completed prior to May 31. It is requested that all approvals granted herein are valid through May 31, 2003.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Jerry Kueny (ASM) Mark Keeney (AVP)

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:*(Delete this section if not applicable)*

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation?	
License minimums met at each implementation phase?	
Is customer purchasing the Ebusiness Suite? If so what is the total employee population?	
Is the 20% rule met in each phase?	
Is the 10% professional user rule met in each phase?	
Computer and Administration or Administration Services hosting minimums met at each implementation phase? (\$6,000 monthly for C&A and \$4,000 monthly for Admin)	
Standard Ordering Document Terms?	
Standard pricing?	
Is Customer using the Certified Configuration (applies to Admin only)?	
Administration Services or Computer and Administration Services:	
Applications or Technology or both:	
Customer email address (required):	
Service Implementer (required):	
For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number _____ Original License Agreement _____ Original Order Entry No. _____ Date of Original License Purchase _____
Are additional users being purchased for applications that are already hosted?	
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products, which were not previously hosted?	
Are any self-service apps for use outside the firewall being purchased?	
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?	
Is customer purchasing an iLearning Subscription?	

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date):	
Opportunity I.D. (OSO Number):	
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input type="checkbox"/> No
Quote Valid Through (insert date):	
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify) _____

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	
Business Address:	
City / State / Zip:	
Customer Contract Admin:	
Phone #:	
Fax #:	
E-mail ID:	
Billing Contact:	
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

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Applications		
Will applications be modified:	Yes	No
Will users be accessing modified Apps from the web:	Yes	No
Have all prerequisites been included:	Yes	No
Will users use Fast Forward RPM:	Yes	No
Will applications be hosted:	Yes	No
Indicate database that Apps will run on:		
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	
Technology Sales Manager	
Account Manager	
iSD Rep	
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Is there a teaming agreement?	____ Yes (if yes, list all appropriate reps) No
Requester:	Name: _____ Business Telephone: _____ Cell Phone: _____